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Movement on Milwood

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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [robert.smith@realproducersmag.com](mailto:robert.smith@realproducersmag.com).

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# OCTOBER

## Happy Halloween

Dear *Columbia Real Producers*,

Welcome to the vibrant pages of our October edition of *Columbia Real Producers Magazine*. As the leaves begin to paint the landscape with hues of red and gold, we bring you a collection of stories that reflect the dynamism and dedication of the real estate industry's finest professionals.

**COVER FEATURE REALTOR:  
ANDREA REYNOLDS**

In this issue, we shine a spotlight on Andrea Reynolds, our Cover Feature Realtor. With an unwavering commitment to excellence, Andrea Reynolds has exemplified the true essence of real estate expertise. Her journey, insights, and success stories offer a glimpse into the remarkable world of a seasoned professional.

**TOP PRODUCERS:  
CELEBRATING EXCELLENCE**

Recognizing outstanding achievements, we're proud to showcase our Top Producer Nathan Arnold. This individual has consistently demonstrated remarkable dedication,

exceptional market knowledge, and an unparalleled drive to achieve the best outcomes for their clients. Their stories inspire us all to aim higher and reach for the stars.

**RISING STAR: NURTURING  
TOMORROW'S LEADERS**

Our Rising Star segment introduces you to a young and promising Realtor who has already begun to make waves in the industry. With a fresh perspective and innovative approaches, this rising star is setting new benchmarks and redefining the future of real estate.

**PREFERRED PARTNER SPOTLIGHTS:  
POWER OF COLLABORATION**

This month, we also shine a light on one of our Preferred Partners – this section is made up of the experts and service providers who collaborate with REALTOR'S® to ensure seamless transactions. From mortgage professionals to interior designers, their contributions are invaluable in creating memorable experiences for buyers and sellers alike. Make sure to check it out each month.

As we navigate the ever-evolving landscape of real estate, it's essential to acknowledge the hard work, dedication, and passion that Realtors bring to the table. Their unwavering commitment to serving their clients and shaping the communities they work in is truly commendable.

We hope that the stories within these pages provide you with insights, inspiration, and a deeper appreciation for the world of real estate. Thank you for joining us on this journey, and we look forward to continuing to bring you the best of the industry.



Warmest Regards,

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# MOVEMENT

## ON MILLWOOD

Written By: Heather Spruill



Travis Wright  
and Clint  
Hammond

### Meet the Mortgage Experts: Travis Wright & Clint Hammond

#### INTRODUCTION:

In the bustling world of real estate and mortgage financing, two seasoned professionals stand out for their dedication to serving clients and building long-term relationships. Meet Travis Wright and Clint Hammond, the driving forces behind Movement Mortgage's Columbia branch. With a combined experience of over 37 years in the industry, they have earned a reputation for delivering personalized financial strategies and exceptional service to homebuyers in the greater Columbia area. Let's get to know these mortgage experts, their families, and what makes their business unique.

#### TRAVIS WRIGHT:

Travis Wright, a Columbia native, was hired by Clint at his Mortgage Network branch office in October 2015. Travis is a talented musician and passionate guitarist, he discovered his love for real estate lending while working in the banking industry. With a background in business administration, he found fulfillment in guiding individuals through the mortgage process. Travis and his wife, Ashley, have been married since August 2005 and are the proud parents of three children - Lottie, Henry, and Crosby. After facing unexplained infertility, they turned to adoption to expand their family and were later blessed with the arrival of their youngest, Crosby. Alongside their children, they have a beloved Cavapoo named George Jones, who is a cherished member of their family.

#### HOBBIES AND INTERESTS:

When Travis is not assisting clients with their mortgage needs, he indulges in his lifelong passion for music. He has been playing the guitar for over 30 years and is skilled in piano, banjo, and pedal steel as well. Travis and Ashley, a talented photographer specializing in family and infant photography, also share a love for the great outdoors. Together, they embark on family adventures in the mountains, with Brevard and the Linville Gorge area being some of their favorite spots.

#### BUSINESS AND SUCCESS:

Travis attributes his success to genuine care for his clients and a deep love for his profession. For him, every client is unique, and he takes pride in offering personalized service and a comprehensive understanding of their financial goals. As part of Movement Mortgage, Travis is committed to giving back to the community. The company actively supports education initiatives and has contributed over \$377 million through the Movement Foundation to underserved areas in the United States and globally.



#### CLINT HAMMOND:

Clint Hammond, a Columbia local, has been an integral part of the mortgage industry for over 20 years. His journey began in 2003, and in January 2005, he opened his first official office in Columbia, becoming an esteemed member of Mortgage Network. After Movement Mortgage acquired Mortgage Network in December 2022, Clint transitioned his business to Movement Mortgage. Family-oriented and devoted to helping others, Clint has been married to his wife, Rachel, for 18+ years, and they have four children - Lucy, Gibbs, Bess, and Jake.

#### HOBBIES AND INTERESTS:

When Clint is not assisting clients or coaching his children's sports teams, he enjoys spending time with his family on the lake. Golfing is another passion, although his busy schedule often keeps him from the golf course. The Hammond family is avid supporters of the University of South Carolina Gamecocks, and they love attending football games at Williams Brice Stadium.

#### BUSINESS AND SUCCESS:

Clint's success is attributed to his tenacity, genuine focus on his client's needs, and a personalized approach to mortgage financing. His team at Movement Mortgage is committed to serving clients diligently and providing comprehensive financial strategies for both short-term and long-term goals.



#### HOW THE TEAM CAME TO BE:

While Travis was still working at a local bank, Clint referred all of his clients to Travis for equity lines, lot loans, and construction financing since Mortgage Network was not offering those currently. Travis and Clint built a solid relationship through those transactions, and Clint saw a lot of potential in Travis to be successful on the mortgage origination side. At the same time, Travis was ready to make a move and took advantage of Clint's offer. They have been together since the end of 2015, and have continued to make an impact together in the Columbia market with Clint's leadership.

#### UNIQUE APPROACHES TO THE MORTGAGE INDUSTRY

Travis and Clint both work for Movement Mortgage, a company dedicated to "Mortgages that Mean More." This approach resonates with their personal values of caring for their clients and giving back to the community. Movement Mortgage is committed to making a positive impact by dedicating a significant

portion of its revenue to building schools in underserved areas and supporting local charities.

Both Travis and Clint have found fulfillment in serving their clients beyond traditional mortgage lending. They view their work as a means of making a positive impact on families' lives, one mortgage at a time.

#### CONCLUSION:

Travis Wright and Clint Hammond exemplify what it means to be dedicated mortgage professionals. With a deep love for their work and genuine care for their clients, they have made a significant impact in the lives of many families in Columbia. Their expertise, combined with Movement Mortgage's commitment to community service, creates a winning formula for clients seeking reliable and personalized mortgage solutions. Whether you're a first-time homebuyer or a seasoned investor, Travis and Clint are here to help you achieve your homeownership dreams with financial success in mind.



### **BOTH TRAVIS & CLINT**

have found fulfillment in serving their clients beyond traditional mortgage lending.





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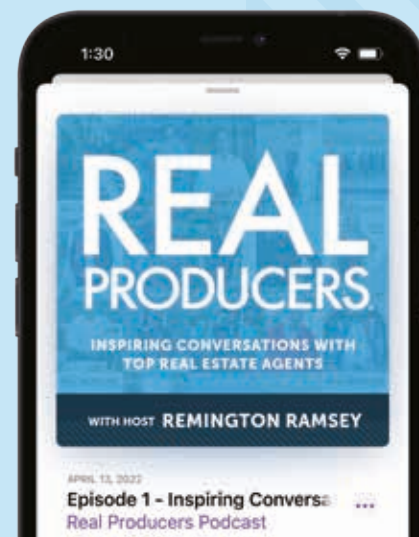
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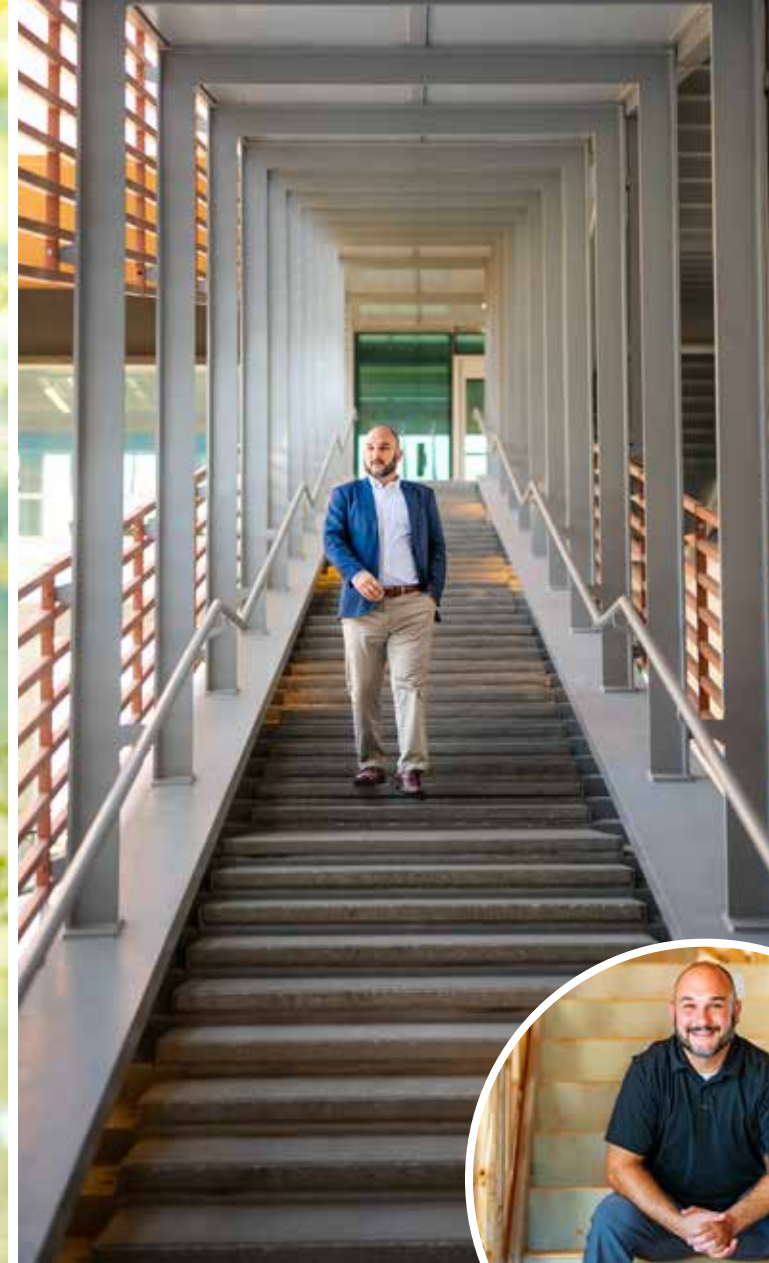
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# NATHAN

ARNOLD

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recruiting and interviewing process, Nathan accepted the opportunity to become the Team Leader and CEO of Keller Williams Columbia Northeast (now called Keller Williams Preferred) in September 2015.

Nathan hung up his sales hat after finishing 2015 as the #17 top agent in Columbia MLS. He was excited to take on the challenge of coaching new agents on a more professional level. By December 2019, he had recruited over 400 agents, massively increasing the brokerage's profitability. He also succeeded in building many long-lasting personal and professional relationships with those of his peers and employees. Nathan began the following year taking some well-earned time off for himself and his family, and shortly after, decided to leave his management position to go back into sales. So he switched his license to the Keller Williams Columbia Office, which put him closer to home.

## TEACHING OTHERS TO HOLD THEIR OWN

For Nathan, it is incredibly rewarding to coach other real estate agents, helping them overcome their limiting beliefs and build lives of freedom and abundance for themselves and their families. While working as the Team Leader at Keller Williams Realty, it was a pleasure for him to visit real estate schools and talk with aspiring

## top producer

Written By: **Heather Spruill**  
Photos By: Chelsea Marne Photography (**Chelsea Marne**)

### A ROLE MODEL AND MENTOR

The gift of mentorship makes Nathan Arnold stand out from the rest of the real estate crowd. Even with his remarkable success as an agent and leader, he desires to groom new entrepreneurs and agents to handle any and all aspects of this ever-changing industry. For him, seeing others succeed and thrive in this fiercely competitive industry is a joy and a privilege.

### MAKING THE MOST OF HIS OPPORTUNITIES

Nathan states, "I grew up in an apartment complex for most of my childhood. Our family became homeowners for the first time when I was 11, and it was an experience I'll never forget. Suddenly we had a treehouse in the backyard, a trampoline, a pool, and a place to call home that was completely ours and ours alone. I even turned the chore of mowing grass in our huge backyard

into a business in our neighborhood, and one that eventually helped me put myself through college later on. I love homeownership and the peace, joy, and security that comes with it."

While studying at the University of South Carolina, Nathan interned with a local homebuilder, Mungo Homes. After completing his real estate program at the Darla Moore School of Business with a Bachelor's degree, he traveled overseas, teaching in Romania and backpacking through Ireland. In

2006, he earned his REALTOR'S® license and began a new business venture with another local homebuilding company, McGuinn Homes, as a community sales manager. He also joined the brokerage of Russell & Jeffcoat REALTORS® as an agent.

At just 23 years old, Nathan's career was taking off, but the effects of the Housing Crisis of 2008 made it extremely difficult to make his mark in the industry. Regardless of the country's economic hardship, he continued to press on and gain skills in the field and a solid rapport with his clients. Nathan took on another

sales management role at Mungo Homes, earning him six more years of experience and much-deserved promotions and acknowledgments for his hard work.

Shortly after, Nathan was ready for a new challenge. His high-volume sales and management at five new home communities while training and coaching new agents caught the eye of a multi-millionaire real estate entrepreneur and operator who owned multiple Keller Williams Realty franchises in NC and SC. After a lengthy

REALTORS®, aiding them in mapping out their journeys to becoming prime agents. As he has gotten back into sales, it does his heart good to see those he mentored and recruited building big lives and successful real estate businesses and wildly thriving in their industry.

As a Nationally Ranked Top 1.5% Agent (according to the 2022 RealTrends Report), Nathan ensures his clients and inquiring community members that despite a new normal of low housing inventory, there is still a massive opportunity to succeed in this market.

Nathan states, “The market crashed incredibly hard in 2008, and we as a nation have not built nearly enough homes to meet demand in the last 15 years. Low inventory is the new normal, and we have a long way to go before returning to a balanced market. However, right now, South Carolina is one of the top relocation destinations as many people are changing how and where they live and do business. With my background in new home construction and residential sales and management experience, I am excited to help others call Columbia their home as I have for the past 23 years.”

In his off-time, Nathan stays involved in several charities and organizations in his community. He is a long-time supporter of Compassion International, a faith-based nonprofit that rescues and provides for children in third-world countries. PAALS (Palmetto Animal Assisted Life Services) and Harvest Hope food bank also receive Nathan’s generosity. Keller Williams Realty International serves through their nonprofit KW Cares, which provides for agents and associates of the company in times of financial need and natural disasters.

Nathan’s ultimate priority is spending quality time with his two children,



Jackson and Felicity, and their mini Goldendoodle Posie. Whether it’s canoeing the Saluda River with his son, attending a dance competition for his daughter, or taking many family vacations exploring the mountains and streams of Western NC, he loves watching his children grow up to be the confident and happy individuals they are. It is a blessing for Nathan to have an active, hands-on role in his kids’ lives and to see his children be supported, loved, and surrounded by their large extended family right here in Columbia.

As Nathan prepares for a new career chapter, he hopes to grow his business and bring along other agents and aspiring entrepreneurs to help them build careers worth having, companies worth owning, and lives worth living.

Nathan concludes, “My goal is to build a network of agents that will help 10,000 families create and build generational wealth through homeownership and real estate investing by 2050 and use their wealth and freedom to build better families, communities, and opportunities for those they love. God and family first, then business.”

“

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# Andrea REYNOLDS

## A JOURNEY OF GIVING AND GROWTH

Andrea Reynolds has always possessed the remarkable gift of recognizing people's strengths and aiding them in reaching their fullest potential. Upon becoming a REALTOR®, she realized that her innate skills aligned perfectly with her career choice. With her dedicated work ethic and commitment to assisting clients, she has earned a reputation as an exceptional agent.

## FROM HUMBLE BEGINNINGS

Andrea's early life in Columbia, SC, presented its challenges. Despite excelling as a student, she didn't always have the most supportive environment with family and friends. However, her tough early life experiences made her stronger and more determined to make a better life for herself and her future family. Andrea made a bold decision at 15 years old, with the support of her single mother, to move into her own apartment. It was the beginning of creating a life she envisioned and an early introduction to real estate.

After graduating from Dreher, Andrea held three jobs to finance her education at the University of South Carolina. Go Gamecocks! She purchased her first home by age 20, recognizing the advantages of ownership over renting. This experience ignited her curiosity about real estate, which she would later explore. Andrea earned both her BA in Psychology and a Master's Degree in Elementary Education.

Andrea's life journey fostered an appreciation for life's simplest blessings. She embraced a purpose – treating others with the respect and dignity she had often yearned for herself. She met her husband Matt, whose father had a rental property in WV. His success opened her eyes to the potential of real estate as a career. As she delved into managing rental properties so she could stay home with her children, she discovered her love for the profession and earned her REALTOR'S® license in 2003.





#### EMPOWERING OTHERS THROUGH ACTION

Over time, Andrea's expertise deepened. She began her career at Prudential and soon after co-founded The ART of Real Estate. Later she helped start The Moore Company and then moved to Coldwell Banker. Her experience culminated in the acquisition of the Berkshire Hathaway Home Services Midlands Real Estate franchise in August of 2022 with the help of her CEO Harold Reaves.

Embracing a collaborative mindset, Andrea, along with colleagues Paige Edwards, Jennifer Carawan, and Andrew Stark, ensures an impeccable real estate service for their clients. She emphasizes the art of negotiation, describing it as finding the missing pieces of a puzzle masterpiece. Remarkably, 34% of their clients were off-market last year, underscoring their strong client-agent relationships.

#### BEYOND BUSINESS: A GIVING SPIRIT

Andrea extends her generosity beyond business. Her kindness shines through her support for fellow agents, helping them achieve their personal and professional best. Her community-focused approach is exemplified by many generous gestures that go above and beyond regular agent duties. As a prime example, her act of buying a property for a veteran client until he could solidify his own financing a year later, ensuring he could own a home despite the initial financing challenges.

Amidst her thriving career, Andrea truly thanks God for everything. Her faith is the foundation of her life. She also cherishes quality moments with her family - three sons, a daughter, three dogs, and three cats. From traveling and camping to cherished family activities, her family remains her anchor and greatest joy.

#### INSPIRING OTHERS THROUGH SHARING

Andrea's humility and transformative experiences motivate her to share her story. She believes that if she can triumph over adversities, others can too. Driven by a sense of purpose, Andrea is proud of her gift and the career it enables - changing lives through real estate.

Her legacy encompasses both business success and inspiring advice for aspiring agents. She advocates treating clients as family, fostering kindness, patience, and integrity. Andrea's personal journey is a testament to the power of faith and giving and the boundless potential of the human spirit.



*Driven by a sense of purpose, Andrea is proud of her gift and the career it enables -*

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# KYLA BAILEY

▶ rising star

Written By: **Heather Spruill**  
Photos By: Chelsea Marne  
Photography (**Chelsea Marne**)



### GO BIG OR GO HOME

There are three words to describe who Kyla Bailey is in this busy industry of real estate: kind, driven, and hungry. Her efforts to become the best of the best while providing her clients with the best customer experience have made her, without a doubt, a force to be reckoned with as Columbia’s emerging star agent.

### RISE TO THE OCCASION

Kyla knew she was ready to plunge into the real estate industry at a very early age. She earned her REALTOR’S® license in 2016 while attending the University of South Carolina during her junior year. As she continued her education, she negotiated a deal with a land brokerage to allow her to work as their intern and sell real estate. As she predicted, she fell in love with the business! After graduating with a double degree in Business Management and Marketing in 2017, Kyla ended her education journey with an offer for a corporate sales job, which she felt compelled to take.

After a year in her new position, Kyla began to miss the hustle and bustle of the real estate industry and decided to rejoin the ranks. She joined Medley Realty, now Better Homes and Gardens Real Estate Medley, in 2018 and has been a happy agent ever since.

Kyla states, “David Medley, my broker and mentor, has taught me so much in this business. I admire his dedication to the brokerage and support for all of the agents. His family and I share similar spiritual values, which only improved our working relationship. Along with those aspects, his entrepreneurial spirit and drive are traits that I strive for. Watching him put them into practice and take calculated risks to further his career is something I truly look up to and aspire to do as my career continues to blossom.”

Kyla can keep up with the best of them when it comes to staying ahead of the game. Her tenacity and



tireless work ethic show her current and future clients how hard she will work for them to achieve their real estate goals.

Kyla states, “I have been blessed to have an unbelievable career, but it did not come easy. I had to take on more than the standard course load as a double major in college while learning the trade of being an agent and maintaining a job as a courier for a local law

firm. I also had to maintain my social life with my sorority sisters of Delta Delta Delta. I was stretched very thin, and the pressure I put on myself to do it all with no less than 100% effort weighed heavily on me. Yet, I did it. Once I got through that hurdle, I was determined to prove to my clients that with my hard-earned knowledge and skills in the field, they could trust a 20-year-old, at the time, with what would be their largest investment.”





# 56 WORK HARD RIGHT NOW, SO IT CAN PAY OFF LATER.

her family and is proud of the woman she was raised to be, and especially now, she is happy to have so many amazing examples to look up to.

While working with seasoned agents or handling clients of all types and ages, Kyla has what it takes to handle herself in this unpredictable real estate industry. Considering her experience as a millennial REALTOR®, she hopes to leave some advice for up-and-coming agents who, like her, are ready to get to work.

Kyla concludes, “Never let the pipeline dwindle. Stay motivated and hungry, and keep your mind on the end goal. You are only as good as your next deal, and you have to keep prospecting every single day. You are doing this for your future self and your family. Work hard right now, so it can pay off later.”



## MAKING HER MARK

Since the launch of her career in 2018, Kyla has impressively attained a career volume of just under \$70 million, with approximately \$3 million in pending sales currently. Though she has earned the respect and recognition of her community of agents and real estate peers, she stays humble and focused, ready to help her clients through a rigorous process that will bring them to a happy ending.

Kyla states, “I am passionate about helping first-time home buyers. Walking with them through this journey and earning their trust is amazing to me because, in the end, seeing their faces as I place the keys of their new home in their hand keeps



me motivated to continue with my gift. And many of these wonderful individuals have become my good friends, which I consider a bonus.”

Kyla’s career has allowed her to dedicate and support organizations like Epworth Children’s Home and St. Jude Children’s Research Hospital.

When her mind is not on the grind, Kyla and her family greatly appreciate all things sports. Her husband, Stewart, is an avid golfer and she belongs to the USTA Tennis League. During college football season, her household can be heard loudly as her South Carolina Gamecocks are going head-to-head with her husband’s Clemson Tigers. Kyla loves



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